

## Message Text

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20

ACTION EA-14

INFO OCT-01 ADP-00 CIAE-00 COME-00 EB-11 INR-10 LAB-06

NSAE-00 PA-03 RSC-01 SIL-01 USIA-15 PRS-01 NSC-10

NSCE-00 RSR-01 /074 W

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P R 040445Z SEP 73

FM USLO PEKING

TO SECSTATE WASHDC PRIORITY 653

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: BEXP, ETRD, CH, US

SUBJ: NATIONAL COUNCIL ACTIVITIES AT CANTON FAIR

REF: A) STATE 170922 B) STATE 172473

SUMMARY: TO AVOID ELICITING A POSSIBLE NEGATIVE REACTION, THE NATIONAL COUNCIL FOR US-CHINA TRADE (NCUSCT) SHOULD BE ADVISED TO MODIFY THE LIST OF ITS PLANNED ACTIVITIES AT THE FALL CANTON FAIR WHICH IT INTENDS TO PRESENT TO PRCLO. END SUMMARY.

1. AFTER DISCUSSIONS WITH OUR DIPLOMATIC COLLEAGUES ON SUBJECT OF CANTON FAIR ACTIVITIES, WE THINK IT ADVISABLE FOR THE NCUSCT, IF IT IS NOT TOO LATE, TO PARE DOWN THE LIST OF PLANNED CANTON FAIR SERVICES WHICH IT INTENDS TO PRESENT TO PRCLO (REF A, PARA 2). IT IS NOT NECESSARY FOR THE NCUSCT TO REQUEST PERMISSION TO PERFORM SOME OF THE SERVICES LISTED, AND THE LONG LIST COULD EVOKE A NEGATIVE REACTION FROM PRC AUTHORITIES WHO MAY FEEL THAT NCUSCT IS BIDDING FOR TOO STRONG A ROLE.

2. WE UNDERSTAND THAT MAIL DELIVERY AND FORWARDING IS PERFORMED EFFICIENTLY BY THE TUNG FANG HOTEL, AND THE DESIRE OF NCUSCT TO DO THIS MAY NOT BE APPRECIATED BY PRC. THERE IS PROBABLY NO NEED TO TKLL THE PRC ABOUT PROPOSED MESSAGE HANDLING BY THE NCUSCT.

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SIMILARLY, THE PRC NEED NOT BE INFORMED IN ADVANCE ABOUT

INTENDED SOCIAL EVENTS SINCE IT IS A FUNCTION THAT OFFICIAL OR SEMI-OFFICIAL REPRESENTATIVES NORMALLY PERFORM. THE SAME IS TRUE ABOUT "ADVISORY SERVICES" TO BUSINESSMEN. IT MAY NOT EVEN BE NECESSARY TO TELL THE PRC ABOUT THE FAIR GUIDE OR ABOUT NCUSCT'S INTENTION TO HAVE REFERENCE BOOKS AND READING MATERIAL AVAILABLE, ALTHOUGH NCUSCT MAY FEEL FROM ITS CONTACTS WITH PRCLO THAT IT BEST TO MAKE THESE PLANS CLEAR IN ADVANCE.

3. WE ALSO BELIEVE THAT AN NCUSCT REQUEST FOR OFFICE SPACE AT THE TUNG FANG HOTEL WOULD BE TURNED DOWN. THE PROCEDURE AT CANTON IS FOR GOVERNMENT OR SEMI-OFFICIAL TRADE PERSONNEL TO USE THEIR SUITE AS BOTH LIVING QUARTERS AND OFFICE. THE NCUSCT SHOULD PROBABLY LIMIT ITS REQUEST TO A SUITE (FOR ITS REPRESENTATIVE AND ITS OFFICE) AND A SEPARATE ROOM (FOR ITS SECRETARY). USLO HOPES THAT THE NCUSCT SUITE WILL BE CLOSE TO THAT OF THE USG. (ON THE ADVICE OF OUR MORE EXPERIENCED COLLEAGUES IN PEKING, WE WROTE TO THE TUNG FANG TWO WEEKS AGO FOR USG RESERVATIONS PER PARA 6, PEKING 789, SPECIFICALLY INDICATING PREFERENCE FOR SUITE 711 WHICH USG OCCUPIED AT SPRING FAIR.)

4. AFTER ATTENDANCE AT ITS FIRST FAIR, THE NCUSCT WILL HAVE A BETTER FEEL FOR WHAT THE PRC MAY PERMIT, AND HOPEFULLY THEIR CHINESE HOSTS WILL DEVELOP A GREATER APPRECIATION OF THE IMPORTANT ROLE THAT THE NCUSCT CAN PLAY IN EXPANSION OF US-CHINA TRADE. AT THIS STAGE, THE NCUSCT SHOULD PROBABLY NOT SEEK TO DO MUCH MORE AT THE FAIRS THAN THE PRC AT PRESENT PERMITS OTHERS TO DO. THE AVAILABILITY OF A COPYING MACHINE, AND A SECRETARY AS WELL AS TYPEWRITERS, ARE INNOVATIONS WHICH WE HOPE THE NCUSCT WILL BE ABLE TO PROVIDE BEGINNING THIS FALL. IF DEEMED NECESSARY, THE NCUSCT COULD SEEK BROADEN ITS SERVICES AT SUBSEQUENT FAIRS.

5. USLO WILL REPLY MORE SPECIFICALLY TO REF B BY SEPTTEL.  
JENKINS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 04 SEP 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** golinofr  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
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**Executive Order:** N/A  
**Errors:** N/A  
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**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** A) STATE 170922 B) STATE 172473  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** golinofr  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 24 JUL 2001  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <24-Jul-2001 by shawdg>; APPROVED <19 FEB 2002 by golinofr>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NATIONAL COUNCIL ACTIVITIES AT CANTON FAIR  
**TAGS:** BEXP, ETRD, CH, US  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005